



**Cuyahoga**  
COUNTY OF OHIO

# CLEVELAND CONVENTION CENTER & GLOBAL CENTER FOR HEALTH INNOVATION

Project Update  
March 27, 2013



Presented by  
Jeffrey R. Appelbaum

# Project Summary

## ▶ Project Scope

- Building Size -- 1,003,000 sf
- Site Area -- 14.6 Acres
- Development Budget--\$465M
- Construction Schedule
  - Construction Start Date- January 3, 2011
  - Substantial Completion Date - August 2013
  - Revised SC Date---July 2013
  - Newly Revised SC Date--- June 1, 2013
  - Global Center Temp CO -- April 1, 2013



## ▶ Project Components

- Convention Center –
  - 767,000 sf under Malls B and C
    - 230,000 sf high quality exhibit hall space
    - 60,000 sf high tech, flexible meeting room space
    - 31,000 sf column free ballroom space
- Medical Mart
  - 235,000 sf at St. Clair and Ontario
    - 100,000 sf permanent show room space
    - 11,000 sf junior ballroom
    - 2,000 sf retail
- Mall B and C Hardscape and Softscape



# Construction Update

- **Project is Within Budget!**
  - Developer Budget Cap is \$418.3M
    - Developer Costs 392.9M
    - Developer Contingency 6.3M
    - **Developer Work is 94% Complete**
  - Turner GMP is \$356.5M
    - Completed Work 347.4M
    - **Construction is 97% Complete**
  - County Contingency \$2.7M +
- **Project exceeds LEED Silver Certification**





# Construction Progress Photographs



03/25/2013

1 Jr. Ballroom







Global center Tenant Floor



03/25/2013

3 Exhibit Hall B





03/25/2013

4 Exhibit Hall C





5 Concession Stand in Exhibit Hall



03/25/2013

6 Pre-Function Looking South





7 Grand Ballroom





03/25/2013

8

Kitchen



03/25/2013

9

Kitchen

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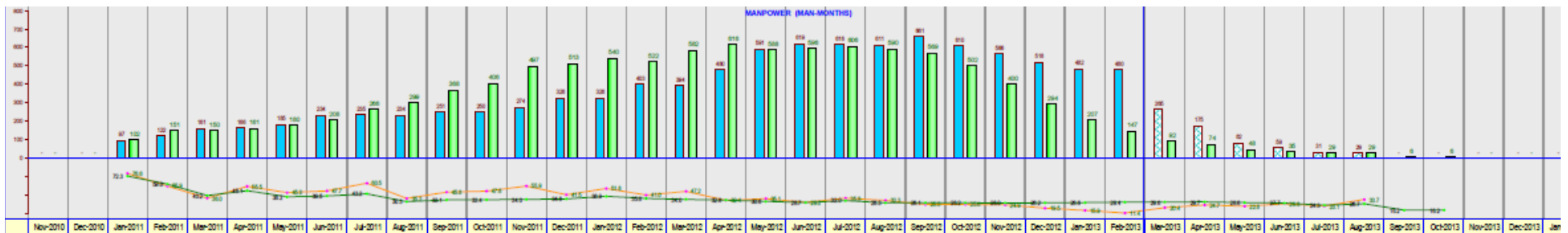
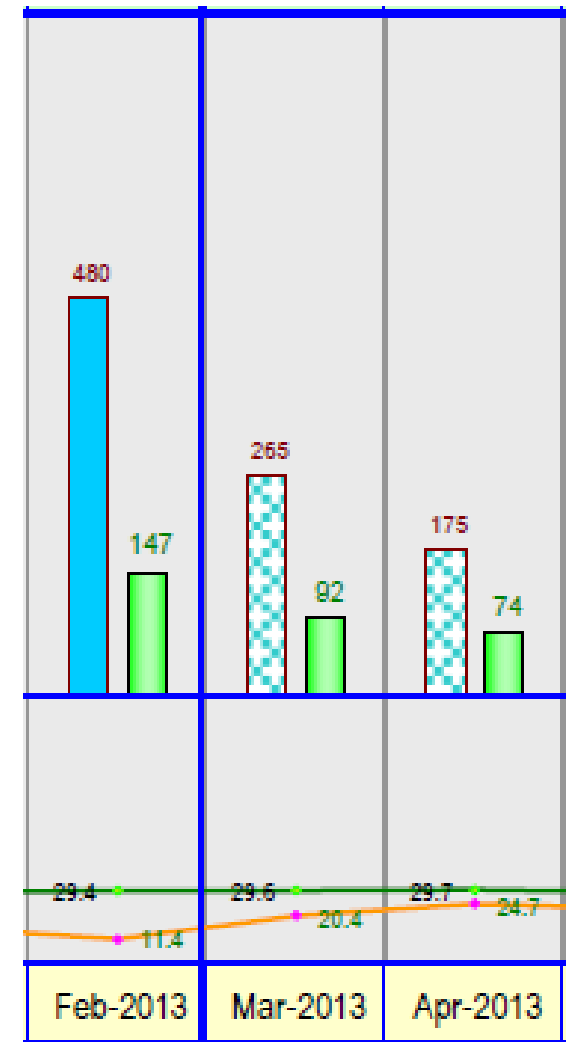
**Contracting and Staffing**





# Manpower Loading

- ▶ High point– Sept. 2012 661 MM
- ▶ February 2013– 480 MM
- ▶ March 2013– 268 MM



# Economic Inclusion

	Contract Goal	Actual to Date
SBE	25%	31.83%*
County Residency	40%	54%
City Residency	20%	20%

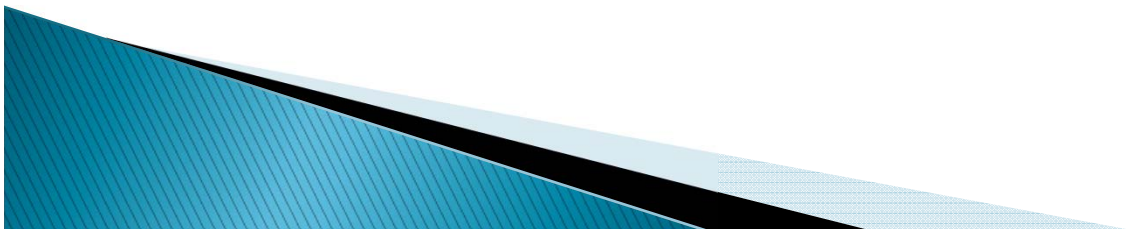
\* Note: 169 committed subcontractors involved in 37 bid packages. 58 have been hired by their respective prime contractors for the first time. No delays or irregularities uncovered regarding payment.



For period concluding 02/28/13

# A Note about Payment

- ▶ One key to successful project delivery:  
Prompt Payment!
- ▶ Typical Public Project Pay Cycle : 30+ days
- ▶ Our project: 12 days!!





# Workforce Inclusion

Contractor	Total Workforce Hours	Minority		Female		City of Cleveland		Cuyahoga County	
		Hours	%	Hours	%	Hours	%	Hours	%
Independence Excavating Total (B. P. #3 - Site Utility)	121,944.00	23,459.00	21%	5,759.00	5%	32,617.00	27%	66,590.00	55%
Precision Environmental - Total	21,529.00	5,245.00	24%	555.00	3%	6,279.00	29%	13,392.00	62%
The Petty Group - Total	1,874.00	4.00	0%	-	0%	18.00	1%	246.00	13%
Michael Benze Association - Total	8,479.00	919.00	11%	888.00	10%	919.00	11%	4,870.00	57%
Zenith Systems LLC - Total	264,344.00	47,955.00	18%	13,702.00	5%	44,360.00	17%	176,439.00	67%
JWT&A LLC - Total	1,017.00	776.00	76%	-	0%	432.00	42%	783.00	77%
TMG Services - Total	15,396.00	15,368.00	100%	3,885.00	25%	9,016.00	59%	15,396.00	100%
The Goettle Company - Total	17,365.00	1,729.00	10%	253.00	1%	3,249.00	19%	5,761.00	33%
Coleman Spohn-Mechanical, Inc. - Total	136,196.00	24,979.00	18%	11,545.00	8%	24,992.00	18%	94,992.00	70%
Gorman Lavelle Corporation - Total	59,816.00	15,135.00	25%	4,836.00	8%	13,145.00	22%	35,009.00	59%
Nicholson Construction - Total	40,078.00	1,089.00	3%	1,984.00	5%	4,294.00	11%	10,442.00	26%
SA Comunale - Total	28,846.00	9,351.00	32%	3,637.00	13%	4,896.00	17%	21,838.00	76%
Turner SPD - Total	68,651.00	21,020.00	31%	8,266.00	12%	21,596.00	31%	53,919.00	79%
Donley, Inc. - Total	134,068.00	23,979.00	18%	3,683.00	3%	20,089.00	15%	51,570.00	38%
North Coast Concrete - Total	73,329.00	19,471.00	27%	7,362.00	10%	19,218.00	26%	37,839.00	52%
Schuff Steel - Total	104,994.00	22,300.00	21%	3,814.00	4%	17,964.00	17%	52,996.00	50%
RAM Construction Services - Total	20,438.00	8,153.00	40%	1,384.00	7%	9,281.00	45%	15,846.00	78%
Foti Contractors - Total	39,871.00	6,470.00	16%	1,076.00	3%	4,780.00	12%	13,981.00	35%
VIP Restoration - Total	12,433.00	610.00	5%	-	0%	2,169.00	17%	5,080.00	41%
OCP Contractors - Total	91,886.00	23,348.00	25%	3,304.00	4%	21,673.00	24%	38,078.00	41%
Independence Excavating - Total - (B. P. #47 - Sitework)	52,330.00	9,926.00	19%	2,845.00	5%	12,055.00	23%	29,462.00	56%
Schindler Corporation - Total	11,351.00	2,553.00	22%	-	0%	591.00	5%	3,441.00	30%
SII Bidar Construction - Total	18,249.00	2,120.00	12%	-	0%	2,366.00	13%	7,900.00	43%
Harmon, Inc. - Total	59,709.00	6,223.00	10%	2,585.00	4%	11,418.00	19%	18,833.00	32%
Commercial Tile & Stone - Total	5,575.00	-	0%	-	0%	820.00	15%	3,098.00	56%
Frank Novak Painting - Total	6,663.00	1,217.00	18%	-	0%	1,296.00	19%	1,881.00	28%
Gleeson Construction - Total	3,232.00	807.00	25%	-	0%	497.00	15%	549.00	17%
Flooring Specialties - Total	2,570.00	236.00	9%	-	0%	-	0%	820.00	32%
Worthington Metals - Total	10,809.00	2,636.00	24%	786.00	7%	398.00	4%	1,410.00	13%
EPI of Cleveland - Total	5,134.00	1,285.00	25%	693.00	13%	202.00	4%	1,091.00	21%
Cleveland Marble Mosaic - Total	1,303.00	-	0%	-	0%	184.00	14%	700.00	54%
Builders Glass & Panel - Total	1,906.00	496.00	26%	316.00	17%	431.00	23%	952.00	50%
Warren Roofing - Total	5,823.00	1,747.00	30%	-	0%	1,367.00	23%	2,463.00	42%
Capital City Group - Total	2,020.00	109.00	5%	1,630.00	81%	128.00	6%	165.00	8%
<b>Grand Total Workforce</b>	<b>1,449,228.00</b>	<b>302,715.00</b>	<b>21%</b>	<b>84,788.00</b>	<b>6%</b>	<b>292,740.00</b>	<b>20%</b>	<b>787,832.00</b>	<b>54%</b>

# Safety

- ▶ Over 1.4 Million hours worked....no major accidents!



# Operations Planning

- ▶ Regular operations planning meetings
- ▶ Implementation of Staffing Plan
- ▶ Issuance of RFPs and Selection of Vendors
  - ▶ RFPs linked to County Website
- ▶ Continuing Development of labor management plan
  - ▶ “Union” Building
  - ▶ 600+ staff
- ▶ Near future announcements:
  - ▶ Parking Plan
  - ▶ Ribbon Cutting Event
  - ▶ Branding, tagline, logo and signage
  - ▶ Naming and sponsorship activity





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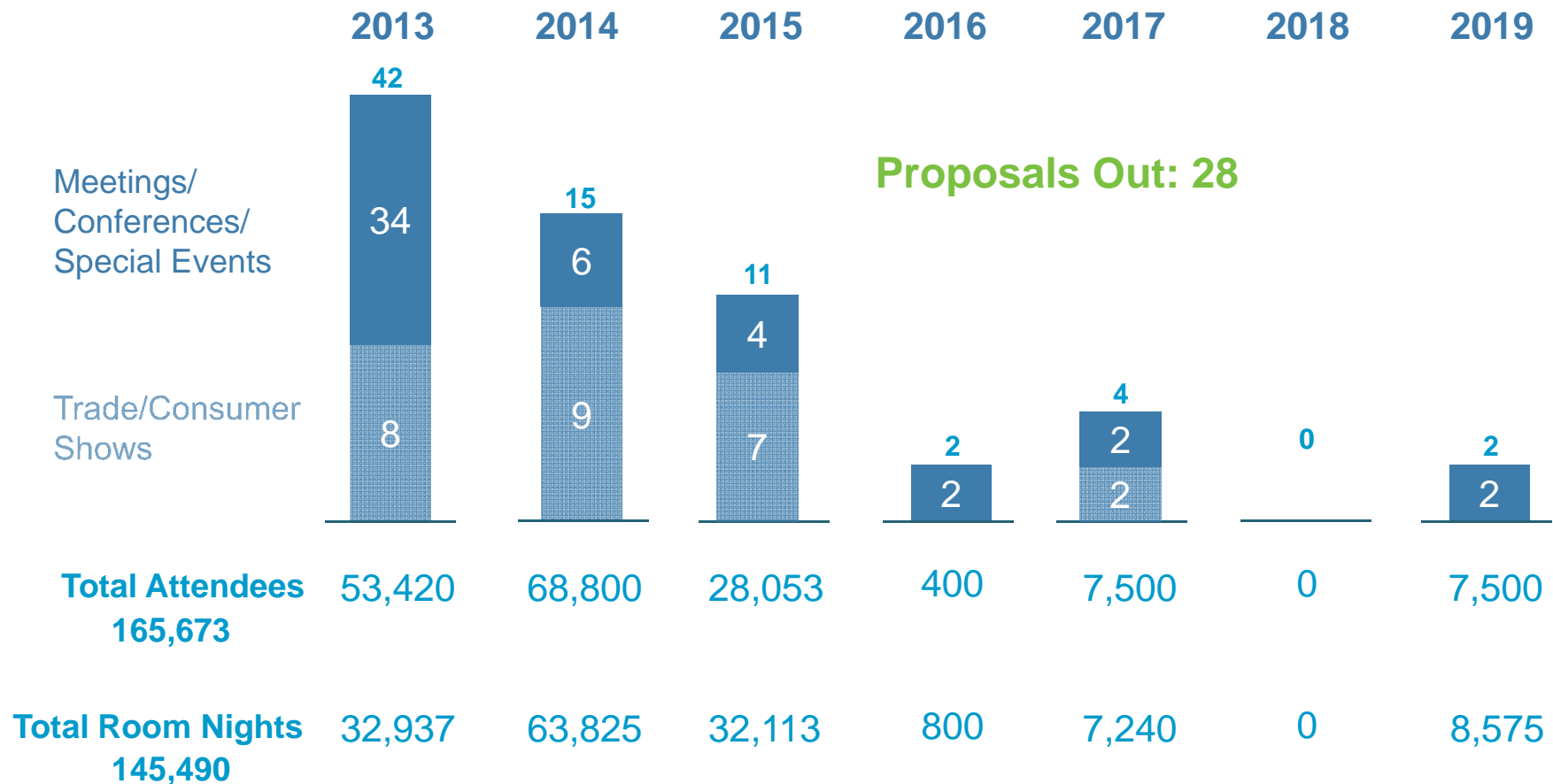
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**Marketing Update**



# Convention Center Meetings Overview – March 2013

## Definite & Confirmed Events 76



# Global Center for Health Innovation Participant Momentum: Almost 80% of Available Space Assigned\*

## Second Floor (People, Patients, and Caregivers)

- About 50% assigned
- Announced participants account for 20% of space
  - BioEnterprise
  - Cleveland Clinic
  - GE Healthcare
- Un-announced but committed participants account for 12% of space
- Very likely participants have been assigned 20% of space

## First Floor (Health and Home):

- 100% assigned to un-announced but committed participants

## Fourth Floor (Healthcare IT)

- 100% assigned to HIMSS

## Third Floor (Clinical Spaces)

- About 80% assigned
- Announced participants account for 21% of space and include
  - Johnson Controls
  - Philips Healthcare
  - University Hospitals
- Un-announced but committed participants account for 25% of space
- Very likely participants have been assigned 33% of space



**30 Prime tenants—100 resident companies!**

\*44% of available space assigned to announced participants; un-announced, but committed participants (17%) and highly likely participants (17%) have been assigned another 34% of available space





# The HIMSS Innovation Center

Featuring the HIMSS Integrated Ecosystem  
Powered by the AEGIS DIL

*A new platform for advancing the use of standards-based solutions  
to achieve interoperability... featuring interactive exhibitions that will  
lead the next revolution of healthcare technology*



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At the Global Center for Health Innovation | Cleveland, OH

**Opening October 2013**

Questions?

